

GENERAL SERVICES ADMINISTRATION
Federal Supply Schedule
Authorized Federal Supply Schedule Price List

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Facilities Maintenance and Management Schedule

Special Item No. 871 202 – Energy Management Planning and Strategies
Special Item No. 871 205 - Energy Program Support Services
Special Item No. 871 209 – Innovations in Energy

Contract Number: GS-21F-0067W
Contract Period: 01/14/2010 thru 01/13/2015

For more information on ordering from Federal Supply Schedules
click on the FSS Schedule button at fss.gsa.gov.



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Business Size: Small Business



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Company Profile

International Applied Engineering is located in Marietta, Georgia, a suburb of the metro Atlanta area. IAE has been in business for over 25 years and provides engineering, design and procurement (EPC) services. While headquartered in the Southeast, IAE has developed and supported projects worldwide.

IAE has been working with companies globally for over 25 years in the development and application of environmentally friendly technologies—long before it was fashionable to be “green.” As far back as the mid-1990’s, IAE led the development of three biomass-fired power plants in Honduras and continues today to be actively involved in the implementation of alternative energy projects.

IAE provides professional services in the energy production and usage markets, with a focus on environmentally friendly solutions to energy problems. IAE personnel have significant long-term energy and power plant experience from conceptual design to operation and maintenance.

Firsthand experience includes:

- Feasibility studies and due diligence evaluations
- Conceptual design –resulting in innovative and practical applications
- Detail design and project management
- Startup, checkout and on-site direction
- Problem analysis and solutions implementation
- Operation of major power facilities
- Maintenance of components and systems



Project quality is assured through our internally developed QA program, including review and approval of all calculations, drawings, and specifications. The data management and communications systems provided by IAE allow all document reviews by any member to occur within 24 hours of any drawing or specification’s production. Selected critical drawings and specifications are reviewed on an ongoing basis to provide immediate feedback to improve efficiency of the design process.

IAE uses state-of-the-art design and data management systems to provide information to all project participants in a timely manner. Effective management tools prevent communications errors and assists in identifying and solving problems at an early stage. Information can be provided to experts and managers any place in the world. As a result, projects can realize the advantages derived the skilled labor pool available in the local area of the project site without compromising reliability or availability.

Projects are managed at IAE using the latest techniques in project management. IAE strives to comply the PMI (the Project Management Institute) guidelines in how we approach the planning, execution, and management of projects—whether it is \$1-million or \$100-million. Part of this thinking is the use of regular project risk reviews to anticipate and address potential problems before they arise.

The key to success on major projects is to provide a design that is economically constructible and reliable. Based on the vast experience of IAE personnel in the utility and independent markets, construction efficiencies and reliability factors are embedded in the design. The presence of multi-lingual IAE associates also assist our clients in providing sufficient control of their foreign language projects to avoid compromising the performance and reliability of project operations.



There are many serious energy and environmental challenges that must be addressed in today's world. Specifically, this includes the continued upward demand for energy (and the corresponding price); the threat of global warming; and, the increasing emissions of pollutants into our atmosphere.

INTERNATIONAL APPLIED ENGINEERING, INC. (IAE) is *focused* on providing services involving energy production with environmentally friendly solutions.

Primarily, this attention is toward the areas of power generation and optimization; energy production from non-traditional sources (wood and other biomass); cogeneration of power and specialty fuel projects, waste management handling and other renewable energy projects. IAE has extensive experience in the planning, design, construction and operation of power production facilities, in-house cogeneration facilities, combustion turbine combine cycle, co-firing, specialty fuel usage, and solid waste handling.

The personnel of IAE have participated in projects worldwide involving governments, utilities, independent power producers, paper mills, municipal waste systems and others. As a consequence, IAE has earned a solid, worldwide reputation as the experts in alternative power generation.

IAE's capabilities are backed by many years of individual's experience as consultants and specialists. IAE is familiar with all facets of the complete project scope, from planning and conceptual design through commissioning of facilities. IAE has established a reputation as a developer of innovative and cost-conscious engineering solutions.

IAE is staffed by an experienced group of multi-disciplinary engineers, manager, and planners who are well versed in their respective fields. IAE's planning and engineering disciplines include materials handling, environmental, mechanical, civil, chemical, structural, electrical, power and process engineering. Additionally, staff capabilities include environmental permitting, economic and financial analysis, project development and procurement services and management consulting.

IAE will perform preliminary and conceptual engineering sufficient to be developed into detailed projects.

Services

- Basic investigations
- Planning and design
- Due diligence & project performance evaluations
- Plant audits and valuation
- Feasibility and Phase 0 Engineering
- Project management
- Human factors
- Operations management
- Computation Fluid Dynamics (CFD)
- Modeling
- Civil, structural, and architectural
- Gasification conversion & certification
- Electrical modeling and analysis
- Power delivery consulting
- Grounding studies
- Equipment studies
- Transient voltage analysis
- Cathodic protection
- Substation and transmission specifying
- Specifications development for complete power plant or key equipment



Communication

Communication skills are necessary to clearly convey project objectives and effectively interface with clients, suppliers, and the project team. IAE members can also provide strong public information and participation designed to educate the community regarding power plant projects. Involvement with the public ensures a means of answering the public's concerns. If left unanswered, customer credibility could be destroyed and chances for project success undermined. IAE will strive to establish open communication channels with clients to better understand their needs and help lay the groundwork for the job requirements.

IAE recognizes the complexity of a conceptual design split between team members followed by a detail design performed by others, complicated further by language, translation, and distance from the installation if in a foreign country. As such, it is required that communications are clear; concise, and sufficiently detailed.

Project Management

IAE uses experienced managers to control work. Project team members work together closely on all assignments. A matrix staffing arrangement provides added assurance that the customer will receive quality service within budget and schedule. IAE's system of management has evolved over years of worldwide engineering experience. The project manager will employ an array of project control mechanisms (i.e. project activity logs, computerized time sheets, Gantt charts, etc.) to ensure an on-time and on-budget project.

Project Manager's Role & Responsibilities

- Define project goals and develop management strategy
- Draft a rigorous project plan
 - Schedule
 - Budget
 - Risk Review
 - QA/QC program
 - Identification and deployment of resources
 - Communications planning
 - Procurement planning
 - Serve as liaison to the client
 - Establish project milestones and completion dates
 - Organize client progress reports
 - Supervise interface of team staff
 - Coordinate reports and presentations
 - Coordinate with subcontract resources



Expertise in Project Development

Our on-site consultants throughout the world have supported power generation projects. IAE personnel are experienced in all phases of project development and completion as follows:

- Start-up
- Project evaluations and due diligence
- Operations
- Equipment and Design Expertise
- Plans and Designs
- Detailed Design
- Procurement
- Owner's Engineering Services
- Sitting Analysis
- Project Optimization



Plant I&C Systems Expertise

- Plant control strategies
- Procedures
- CRT displays
- Operator actions
- Controls configuring
- Working with control suppliers and manufacturers
- Task analysis and assignments

Quality Assurance

IAE has an internally developed Quality Assurance Programs that applies to all services they provide. The programs are modeled after federal quality assurance programs and meet accepted industry standards. Appropriate technical and non-technical training is provided to all personnel according to their job functions.

Quality assurance programs are the most important factors contributing to client satisfaction and continued success. The purpose of the programs is to assure confidence that services are performed in a correct and consistent manner.

Commitment to Deadlines

Project management and well-designed work plans are essential to meet critical project schedules *and* produce quality work. IAE members have a solid record of meeting project deadlines. The multi-disciplinary approach allows flexibility in assigning resources. It is this approach, in which each specialist has their "niche" of expertise, which affords the ability to initiate several task elements simultaneously.

Financial Considerations

IAE and its contractors have enjoyed professional success and sound financial strength since their formation. Key employees, responsible for the ongoing engineering activities and fiscal policies of both, remain as long term employees.

Organizations representing IAE, from the outset, have shown a stable staffing situation that has resulted in improved productivity. All have enjoyed sound financial condition with a strong backlog of work and comfortable lines of credit. More importantly, all employees have a vested interest in the company and are dedicated to continuing its successful operations.

IAE's member's financial stability is supported by performance bonds and/or appropriate insurance protection, which can be arranged through known international banking and insurance representatives. Corporate financial information can be provided whenever necessary upon execution of the appropriate confidentiality and non-disclosure agreements.



SIN Services

871 202 --- Energy Management Planning and Strategies - A four-phase Comprehensive Energy Management Solution consisting of all four phases of an energy project and could pertain to a variety of energy projects that include, but are not limited to, renewable energy, sustainable energy, and energy efficient buildings certification programs such as LEED.

1.) Consulting/Auditing/Energy Management Solutions - This includes the strategic planning, energy assessments e.g. feasibility, vulnerability and other detailed assessments, developing and executing of energy audits, audit plans and energy management solutions.

2.) Concept Development and Requirements Analysis - This includes the analysis of the audit results and outlined requirements to design a detailed energy management project concept.

3.) Implementation and Change Management - This includes the implementation integration of more energy efficient practices and systems and training in using them effectively.

4.) Measurement and Verification - This includes the performance assessment and measurement of the effectiveness and energy efficiency of the project and can include long term monitoring, verification of savings and benchmarking.

871 205 --- Energy Program Support Services - Including, but not limited to, billing and management oversight and assistance in preparing energy services related agency statements of work. Energy efficient buildings certification programs such as LEED may be included.

871 209 --- Innovations in Energy - Innovative approaches to renewable and/or sustainable energy, sustainability services, and energy management technology and services. These might include, but are not limited to, new 6FEC-E6-030292-B Refresh: 13 Part I - GOODS & SERVICES developments or improvements in providing renewable energy and managing energy through biomass conversion, solar energy, fuel cells, geothermal energy, hydropower (tidal power, wave power, tidal stream power, waterwheels, and hydro electricity), wind power or other sources. These approaches should be capable of providing renewable and/or sustainable energy and sustainability services that are more carbon-neutral, thereby lessening dependence on traditional non-renewable, fossil fuel sources of energy such as coal, oil, natural gas and propane. This could include sustainability and carbon management solutions such as analysis, foot printing, measuring, mitigation, verification and management, training on new energy technologies and systems, life-cycle costing, and maintenance and operational support of renewable energy systems; and the implementation, testing and evaluation of networked energy management systems and services that utilize Internet Protocol - Next Generation (IPv6) enabled systems that are configured using open standards architecture that can include Power over Ethernet (POE) implementation, wireless configurations, data security using IPSEC or 128 DES Encryption standards, high reliability, NIST compliant, and demonstrated energy efficiencies or cost savings, and are capable of integrating with existing information systems data infrastructure and backbone.

Procedures for Placing Orders for Services with IAE Using GSA

GSA provides a streamlined, efficient process for ordering the services you need. GSA has already determined that IAE meets the technical requirements and that our prices are fair and reasonable. All federal agencies may access IAE's services under this GSA 03FAC Contract, as well as state and local governments. . Agencies can use the GSA Advantage! system and the e-Buy program to solicit and obtain services from the 03FAC Schedule holder. Agencies may use written orders, facsimile orders, credit card orders or individual purchase orders under this contract.

The streamline ordering process is just a few simple steps.

Step 1: Develop a Statement of Work (SOW) Include in the SOW the following information:

- Work to be performed
- Location of work
- Period of performance
- Deliverable schedule
- Special standards and any special requirements, where applicable

Step 2: Select Contractor and Place Order

- If the order is less than or equal to \$2,500 (the micro-purchase threshold), simply select the contractor best suited for your needs and place the order
- If the order is greater than \$2,500 (the micro-purchase threshold), but less than the maximum order threshold (MOT), prepare a Request for Quotation (RFQ) and submit it to at least three qualified contractors, after receipt of responses, select the firm offering the best value for your agency
- If the order is in excess of the MOT, prepare an RFQ and consider expansion of competition and seek price reductions

Step 3: Prepare a Request for Quote (RFQ)

- Include the SOW and evaluation criteria
- Request fixed price, ceiling price, or, if not possible, labor hours or time and materials order
- If preferred, request a performance plan from contractors and information on past experience, and include information on the basis for selection
- May be posted on GSA's electronic RFQ system, e-Buy

Step 4: Provide RFQ to at Least Three Contractors

Step 5: Evaluate Offers; Select Best Value Contractor, and Place Order



Requirements Exceeding the Maximum Order

(a) In accordance with FAR 8.404, before placing an order that exceeds the maximum order threshold, ordering offices shall-

- (1) Review additional schedule contractors' catalogs/price lists or use the "GSA Advantage!" on-line shopping service;
- (2) Based upon the initial evaluation, generally seek price reductions from the schedule contractor(s) appearing to provide the best value (considering price and other factors); and
- (3) After price reductions have been sought, place the order with the schedule contractor that provides the best value and results in the lowest overall cost alternative (see FAR 8.404(a)). If further price reductions are not offered, an order may still be placed, if the ordering office determines that it is appropriate.

(b) Vendors may:

- (1) Offer a new lower price for this requirement (the Price Reduction clause is not applicable to orders placed over the maximum order in FAR 52.216-19 Order Limitations)
- (2) Offer the lowest price available under the contract; or
- (3) Decline the order (orders must be returned in accordance with FAR 52.216-19)

(c) A delivery order that exceeds the maximum order may be placed with the Contractor selected in accordance with FAR 8.404. The order will be placed under the contract.

(d) Sales for orders that exceed the Maximum Order shall be reported in accordance with GSAR 552.238-74

Schedule Pricelist

Labor Category	Standard Commercial Hourly Rate	Discount for GSA (if over \$2,500)	GSA Hourly Rate
<i>Executive Consultant</i>	\$182.00	4%	\$174.72
<i>Principal Engineer</i>	\$154.00	4%	\$147.84
<i>Project Manager</i>	\$154.00	4%	\$147.84
<i>Analyst</i>	\$154.00	4%	\$147.84
<i>Project Engineer</i>	\$129.00	4%	\$123.84
<i>Senior Engineer</i>	\$107.00	4%	\$102.72
<i>Engineer II</i>	\$88.00	4%	\$84.48
<i>Designer</i>	\$72.00	4%	\$69.12
<i>Contract Admin I</i>	\$72.00	4%	\$69.12
<i>Contract Admin II</i>	\$58.00	4%	\$55.68
<i>Engineering Support</i>	\$58.00	4%	\$55.68
<i>Technician</i>	\$46.00	4%	\$44.16
<i>Staff Support</i>	\$34.00	4%	\$32.64

Labor Categories and Definitions

- **Executive Consultant, Grade 1**

Minimum/General Experience: Minimum 15 years experience

Functional Responsibilities: Highly skilled, knowledgeable, and experienced in area of expertise. Responsible for specific engineering processes, planning, designing, and carrying out work independently. Used when requirements where an extremely high level of experience and expertise is necessary to perform a designated task is required.

Minimum Education: Bachelor's of Science in Engineering

- **Principle Engineer, Grade 2**

Minimum/General Experience: Minimum 10 years experience

Functional Responsibilities: Leads engineering efforts and supervising engineering staff involved with the application of engineering disciplines in the technical field directly related to the required tasking area being supported to meet technical requirements. Makes recommendations and advises on project development, improvements, optimization, or supports efforts.

Minimum Education: Bachelor's of Science in Engineering

- **Project Management/Program Manager, Grade 2**

Minimum/General Experience: Minimum 12 years experience

Functional Responsibilities: Responsible for project management, interface with client, budget, schedule and performance control. Works with the engineers, subcontractors, clients, and IAE staff. Assists in engineering efforts and supervising engineering staff involved with the application of engineering disciplines in the technical field directly related to the required tasking area being supported to meet technical requirements. Makes recommendations and advises on project development, improvements, optimization, or supports efforts.

Minimum Education: Bachelor's of Science in Engineering

- **Analyst, Grade 2**

Minimum/General Experience: Minimum 4 years experience

Functional Responsibilities: Responsible for planning and carrying out assignments in reference to various current projects and upcoming projects. Responsible for analyzing project descriptions and researching various funding opportunities. Demonstrates proficiency in grant writing, client relations, and communications.

Must be detail oriented and able to work independently with little supervision. Must have strong research skills and meet project schedules and funding deadlines. Also assists in providing project estimates and cost / updates for projects.

Minimum Education: Bachelor's of Science in Engineering

- **Project Engineer, Grade 3**

Minimum/General Experience: Minimum 8 years experience

Functional Responsibilities: Responsible for planning and carrying out assignments, resolving issues, detail engineering and technical processes, layout, design, calculations, and review of CAD drawings. Demonstrates proficiency in mechanical, electrical, or civil design, and manufacturing processes (fabrication and assembly) support. Duties include: writing specifications, engineering by analyzing project specifications and performance requirements, and determining design improvements; prepare and compile necessary calculations to support designs; coordinate design efforts to meet project schedules and provides project estimates and cost / updates.

Minimum Education: Bachelor's of Science in Engineering

- **Senior Engineer, Grade 4**

Minimum/General Experience: Minimum 5 years experience

Functional Responsibilities: Responsible for planning and carrying out assignments, resolving issues, detail engineering and technical processes, layout, design, calculations, and review of CAD drawings. Demonstrates proficiency in mechanical, electrical, or civil design, chemical, and manufacturing processes (fabrication and assembly) support. Duties include: writing specifications, engineering design by analyzing equipment specifications and performance requirements, and determining design improvements; prepare and compile necessary calculations to support designs; coordinate design efforts to meet project schedules and provides project estimates and cost / updates.

Minimum Education: Bachelor's of Science in Engineering

- **Engineer II, Grade 5**

Minimum/General Experience: Minimum 4 years experience

Functional Responsibilities: Responsible for detail engineering and technical processes, layout, design, calculations, and CAD drawings. Demonstrates proficiency in mechanical, electrical, or civil design, and manufacturing processes (fabrication and assembly) support. Duties include: engineering design by analyzing equipment specifications and performance requirements, and determining design improvements; prepare and compile necessary calculations to support designs; coordinate design efforts to meet project schedules and provides project estimates and cost / updates.

Minimum Education: Bachelor's of Science in Engineering

- **Designer, Grade 6**

Minimum/General Experience: Minimum 2 years experience

Functional Responsibilities: Responsible for detail design, layout, calculations, and CAD drawings. Demonstrates proficiency in mechanical, electrical, or civil design, including analyzing equipment specifications and determining design requirements, coordinates design efforts to meet project schedules and project requirements.

Minimum Education: Bachelor's of Science in Engineering or Associate's in Science of Engineering

- **Contract Admin I, Grade 6**

Minimum/General Experience: Minimum 4 years experience

Functional Responsibilities: Performs a wide variety of standard and some advanced administrative duties for programs and projects. Has greater responsibility over projects and programs across multiple clients. Performs contract administrative and compliance activities, financial reporting, and milestones monitoring. Assignments include coordinating across multiple projects including creating and maintaining multiple project reports, maintaining project information and organization charts, and monthly reporting requirements.

Minimum Education: Bachelor's of Science or Bachelor's of Arts

- **Contract Admin II, Grade 7**

Minimum/General Experience: Minimum 2 years experience

Functional Responsibilities: Assists the Contract Admin I in various activities. Performs general administrative duties for programs and projects. Provides staff support to more than one individual. Assists the Contract Admin I with memos, and other general office duties to support engineering tasks.

Minimum Education: Bachelor's of Science or Bachelor's of Arts

- **Engineering Support, Grade 7**

Minimum/General Experience: Minimum 1 years experience

Functional Responsibilities: Responsible of carrying out assignments independently without specific instruction but with the aid and review of a supervisor. Demonstrates good judgment in interpreting and adapting work directions for application to problems and coordinates work with project team.

Minimum Education: One year in undergrad program

- **Technician, Grade 8**

Minimum/General Experience: Minimum 1 years experience

Functional Responsibilities: Responsible of carrying out assignments in accordance with instructions, policies, and previous training. Demonstrates initiative and resourcefulness in interpreting and adapting work directions for application to problems and coordinates work with project team.

Minimum Education: Associate's in Science

- **Staff/Administrative Support**

Minimum/General Experience: No minimum experience

Functional Responsibilities: Responsible of carrying out assignments in accordance with instructions, policies, and previous training. Proficient Secretary, Typist, Clerk, Illustrator, Graphics Tech Writer, and other related support personnel. Coordinates work with project team.

Minimum Education: One year in undergrad program



Purchasing Information

Contractor: International Applied Engineering

Contract No: GS-21F-0067W

Contract Period: 01/14/2010 thru 01/13/2015

Awarded SINs: 871.202 Energy Management Planning and Strategies
871.205 Energy Program Support Services
871.209 Innovations in Energy

Minimum Order: \$500.00

Geographic Coverage: Domestic and International

Prompt Payment Terms: Net 30 days

Payment Methods: Electronic Funds Transfer (EFT), check, Government purchase cards

Time of Delivery: Project specific

FOB Point: Destination unless stated otherwise in contract Delivery Order

Ordering/Payment Address: 1165 Allgood Rd., Suite 6 ~ Marietta, GA 30062

Ordering E-mail: gsacontracts@iaeatlanta.com

Company Website: www.iaeinc.com

Primary Point of Contact(s): Charles Humphrey, Principle Partner ~ ceh@iaeinc.com
Lindsey Hornsby, Contracts Administrator ~ lmh@iaeinc.com
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Business Size: Small Business

DUNs Number: 107528192

TIN/EIN: 58-1977080

CAGE Code: 5CPO4

CCR Registration: Active; valid through 07/21/2010

Purchase Card: Government wide Commercial Purchase Card will be accepted